

**LLC Managing Committee Meeting Agenda
Zoom Meeting**

Tuesday, November 15, 2022
3:00 PM

Committee Members (8):

Jim Harbertson (ASEV Technical Program Director), Chair (July 1, 2022 - June 30, 2023)
Mike Boer (CAWG Past Board Member), Natalie Collins (CAWG Interim President), Dan Howard (ASEV Executive Director), Anita Oberholster (ASEV 2nd Vice President), Bill Pauli (CAWG Past Chair), Tom Slater (CAWG Chair), Keith Striegler (ASEV President)

LLC Managing Committee Meeting Agenda

1. **Call to Order**
2. **Approval of November 15 Meeting Agenda**
3. **Approval of October 25 Meeting Minutes***
4. **Old Business**
 - a. **Active Assailant Insurance**
 - b. **Overall Program Development Update**
5. **Next Meeting Date and Time**
6. **Adjournment**

**documents attached*

LLC Managing Committee Meeting Agenda
Zoom Meeting

Tuesday, October 25, 2022
3:00 PM

Committee Members Present:

Jim Harbertson (ASEV Technical Program Director), Chair (July 1, 2022 - June 30, 2023)
Mike Boer (CAWG Past Board Member), Natalie Collins (CAWG Interim President), Dan Howard (ASEV Executive Director), Anita Oberholster (ASEV 2nd Vice President), Bill Pauli (CAWG Past Chair), Tom Slater (CAWG Chair), Keith Striegler (ASEV President)

Others Present

Jenny Devine (CAWG Staff), Jen Smalley (ASEV Staff)

LLC Managing Committee Meeting Agenda

1. **Call to Order.** Jim Harbertson called the meeting to order at 3:03 PM.
2. **Approval of October 25 Meeting Agenda.** Natalie Collins moved to approve the October 25 meeting agenda, Bill Pauli second the motion. Motion was approved.
3. **Approval of September 27 Meeting Minutes.** Tom Slater moved to approve the September 27 meeting minutes, Keith Striegler second the motion. Motion was approved.
4. **Old Business**
 - a. **Active Assailant Insurance:** Frank Crum, The Law Office of Frank J. Crum, Unified's legal counsel, joined the call at 3:05 PM. Frank has been working with Unified since 2005 on all legal matters. He is joining the call today to review an insurance quote for additional coverage that will protect the symposium against repercussions from a potential violent attack with a weapon, it will not however cover terrorist attacks, war, or civil unrest. He compared insurance to Swiss Cheese – lots of holes, the hole is called an exclusion – assault and battery is a hole in the overall insurance. If it is a situation of someone having a political motive or any other motive and they come on to the premises with a weapon, it will cover the symposium and any potential attorney's fees. If a situation like this does happen, the expense of attorney's fees through a settlement, judgement, etc. would be extremely high. Further discussion around the insurance quote included:
 - i. Indemnity - settlement or a judgement that is covered.
 - ii. If the criminal conduct was such that Unified could have reasonably anticipated the conduct, knowledge that this attack was going to.
 - iii. An active shooter, assailant, who attacked someone at Unified, this would be covered.
 - iv. Most of the funds would be spent on the attorneys to get this trial dismissed.
 - v. If you are talking about multiple parties being injured, there will be attorneys that will be looking for responsibilities other than the attacker. Unified will more than likely be at the top of the scenario because it indemnifies the convention center and the city of Sacramento as part of the insurance and contract arrangements that is involved in every annual Unified event.
 - vi. In addition to the attorney's fees this coverage takes care of other types of payments, like victim settlements, property damage, accidental death, or dismemberment, etc.
 - vii. Frank stated that the chances of an active assailant attack were quite small. However, if such an attack occurred, size of the loss would likely be huge and would seriously threaten Unified's ability

to remain in business. Having substantial limits (i.e. at least \$5 million) for this coverage would significantly improve Unified's ability to remain in business and protect its assets. The LLC would provide an additional insured shield and would potentially protect CAWG and ASEV, but not bullet proof.

- viii. The Active Assailant Insurance Coverage Quote:
 1. \$1 Million dollars in coverage for an annual premium: \$5,459
 2. \$5 Million dollars in coverage for an annual premium: \$13,256
 3. \$10 Million dollars in coverage for an annual premium: \$19,500
 - ix. Frank Crum's recommendation:
 1. He recommends the minimum of \$5 Million, it is a small percentage of risk, but \$10 Million would be the prudent action. Unified would have a better chance of surviving if we secured \$10 Million.
 - x. Questions and further discussion from the LLC Managing Committee
 1. Is this only an annual premium or can we only secure this over the 1-week/3-day approach.
 2. There is only coverage over four days: January 24 – 27, 2023
 3. Confirmation:
 - a. General Liability and Umbrella policies do cover quite a bit, and are annual premiums
 - b. Chemical/Biological is covered
 - c. Keith Striegler asked if we could purchase more coverage, and that is not known at the moment.
 - d. Current Unified insurance is primary, with Convention Center second, and City of Sacramento, third.
 4. What is the likely increase year over year – or will the annual premium be available year over year? This is difficult to predict.
 5. Dan stated that the Unified budget has already been approved, the ASEV budget has been approved, CAWG will be approved in November, and we would need to amend the budget to reflect the additional expense for 2023 and stated that we could consider it for 2024 Unified.
 6. Anita Oberholser stated that we might take the first step and look at \$1 Million in coverage.
 7. Jim Harbertson suggests that we table this until next time, think about it further, and then decided a later date. Dan Howard did add that he is concerned with waiting due to the time to process, but he will confirm.
 - xi. Final Decision
 1. The LLC Managing Committee made the decision to table the discussion for now and not to confirm for the 2023 symposium.
 2. Dan Howard will ask some questions and get back to the group.
 3. https://www.americanbar.org/groups/tort_trial_insurance_practice/publications/the_brief/2019-20/winter/liability-mass-shootings-are-we-a-turning-point/
- b. **Keynote Speaker Update: Final Update.** Natalie Collins provided an update and stated that we have officially confirmed Robin McBride, McBride Sisters Wine Company as the keynote speaker and Julie Coney, freelance writer, is confirmed as the interviewer.

- c. **Status of the State of the Industry Final Line-Up.** Natalie Collins continued to state that we finalized the State of the Industry session line-up with the following listed below.
 - i. **Moderator:** Mike Veseth, The Wine Economist (confirmed)
 - ii. **Speakers:**
 - 1. Jeff Bitter, Allied Grape Growers (confirmed)
 - 2. Danny Brager, Brager Beverage Alcohol Consulting (confirmed)
 - 3. Glenn Proctor, Ciatti Company (Broker Rotation) (confirmed)
 - 4. 4th Speaker: Liz Thach, Sonoma State University (confirmed) – Future consumer
 - d. **Overall Program Development Update.** Jenny Devine provided an update regarding the program. We have finalized two of our main speakers for the Thursday General Session, and we are working on finalizing Jancis Robinson. The breakout sessions are about 90% complete with a few holes in Winemaking and Business & Operations. She is working with the sub-committees to wrap up the sessions, and all speaker invitations have been sent out to all confirmed speakers.
 - e. **SAFE Credit Union Convention Center Ballroom B Status.** Jen Smalley provided an update to the committee, stating that we are no longer using the Ballroom B space for exhibits, as we will not be able to sell it out the exhibit space and it will save us about \$38,000 in expenses.
5. **Next Meeting Date and Time.** The next LLC Managing Committee meeting will take place on November 15, at 3:00 PM.
6. **Adjournment.** Jim Harbertson adjourned the meeting at 4:00 PM.